



Invoice No.: IND-1015-0009

Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

Invoice Date: 7/26/16  
Order Number: 0015523208  
Fund: 61910/571513 / 305000

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Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2015 - 9/30/2016  
Contract Amount: \$3,500,000.00  
Contract Number: A70-5-041137  
Date of Services: 6/1/2016 - 6/30/2016  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paid: \$ 204,500.06  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
\_\_\_\_\_  
Vendor's signature

  
\_\_\_\_\_  
Date



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7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)  
[www.RealAlternatives.org](http://www.RealAlternatives.org) • [www.LoveFacts.org](http://www.LoveFacts.org) • [www.ConcernedParents.com](http://www.ConcernedParents.com)

## Attachment B: Budget

Real Alternatives, Inc. A70-5-041137  
Indiana Pregnancy & Support Services Program  
October 1, 2015 - September 30, 2016

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-May 2016	Actual Cost Jun-16	Actual Expenses YTD-June 2016	Remaining Cost July 2016 to Sep-2016
Administrative	Salary	President & CEO	\$58,000.00	28,228.96	7,047.86	35,276.92	\$22,723.08
Administrative	Salary	VP of Administration	\$13,000.00	7,975.68	2,425.82	10,401.50	\$2,598.50
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$3,000.00	2,388.30	\$1,077.23	3,465.53	(\$465.53)
Administrative	Salary	Junior Accountant	\$2,000.00	-	-	-	\$2,000.00
Administrative	Salary	Bookkeeper	\$3,000.00	520.34	\$78.62	590.96	\$2,403.04
Services	Salary	VP of Operations	\$45,000.00	13,393.81	\$2,641.27	15,035.08	\$28,964.92
Services	Salary	Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$4,000.00	3,835.19	\$1,471.72	5,306.91	(\$1,306.91)
Services	Salary	Services Assistance	\$3,000.00	2,098.04	\$83.99	2,182.03	\$837.97
Services	Salary	Billing Coordinator	\$5,000.00	2,290.50	\$228.60	2,519.10	\$2,480.90
Services	Salary	Service Provider Approval	\$5,000.00	1,289.02	\$23.88	1,312.88	\$3,687.12
Services	Salary	Service Provider Monitoring	\$5,000.00	74.41	-	74.41	\$4,925.59
Services	Salary	Hotline Counselor	\$4,000.00	383.11	\$350.13	733.24	\$3,266.76
		<b>Subtotal</b>	<b>\$190,000.00</b>	<b>\$62,477.36</b>	<b>\$15,407.20</b>	<b>\$77,684.56</b>	<b>\$112,315.44</b>
Administrative	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$6,500.00	2,180.65	\$565.83	2,746.48	\$3,753.52
Services	Fringe	Payroll Taxes	\$9,000.00	1,710.71	\$314.40	2,025.11	\$6,974.89
Administrative	Fringe	Workers' Comp	\$300.00	134.94	\$17.65	152.59	\$147.41
Services	Fringe	Workers' Comp	\$500.00	110.43	\$14.44	124.87	\$375.13
Administrative	Fringe	Pension	\$3,750.00	1,087.13	\$238.93	1,326.06	\$2,423.94
Services	Fringe	Pension	\$2,000.00	539.19	\$83.88	623.07	\$1,376.93
Administrative	Fringe	Employee Group Ins	\$13,000.00	7,362.04	\$1,061.42	8,423.46	\$4,576.54
Services	Fringe	Employee Group Ins	\$10,000.00	4,188.31	\$811.23	4,999.54	\$5,000.46
		<b>Subtotal</b>	<b>\$45,050.00</b>	<b>\$17,313.40</b>	<b>\$2,907.78</b>	<b>\$20,221.18</b>	<b>\$24,828.82</b>
Administrative	Travel	Travel/Lodging	\$500.00	-	-	-	\$500.00
Services	Travel	Travel	\$10,000.00	-	-	-	\$10,000.00
		<b>Subtotal</b>	<b>\$10,500.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$10,500.00</b>
Administrative	Supplies	Office Expense	\$91,700.00	1,650.07	\$2,066.20	3,710.27	\$87,983.73
Administrative	Supplies	Computer Resources/Upgrades	\$25,000.00	-	-	-	\$25,000.00
Services	Supplies	Client Education Materials	\$120,000.00	85,495.80	\$1,816.95	87,312.81	\$32,687.10
Services	Supplies	Pregnancy Test Kits	\$0.00	1,242.60	\$703.00	2,005.60	(\$2,005.60)
		<b>Subtotal</b>	<b>\$236,700.00</b>	<b>\$88,388.53</b>	<b>\$4,646.15</b>	<b>\$93,034.68</b>	<b>\$143,665.32</b>
Administrative	Contracts	Accounting/IT/Legal consulting	\$20,000.00	773.98	\$1,621.55	2,397.53	\$17,602.47
Administrative	Contracts	Auditing	\$3,500.00	1,656.74	\$340.59	1,997.33	\$1,502.67
Administrative	Contracts	Copier Service Contracts	\$500.00	236.03	\$74.81	310.84	\$189.16
Services	Contracts	Client Service Providers	\$2,412,500.00	618,987.72	\$165,444.56	1,084,432.25	\$1,328,067.72
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$485,000.00	416,643.70	\$12,865.47	429,509.17	\$55,490.83
Services	Contracts	Services Database Consulting	\$15,000.00	3,548.75	\$255.00	3,803.75	\$11,196.25
		<b>Subtotal</b>	<b>\$2,943,500.00</b>	<b>\$1,341,648.92</b>	<b>\$180,401.98</b>	<b>\$1,522,250.00</b>	<b>\$1,421,249.10</b>
Administrative	Other	Professional Development	\$2,000.00	1,062.07	-	1,062.07	\$937.93
Administrative	Other	Job advertising	\$500.00	-	-	-	\$500.00
Administrative	Other	New employee screening	\$250.00	-	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$15,000.00	750.80	\$41.04	791.84	\$14,208.16
Administrative	Other	Rent	\$46,000.00	5,548.37	\$693.58	6,241.93	\$39,737.07
Administrative	Other	Telephone Service	\$3,500.00	1,366.36	\$210.39	1,576.75	\$1,923.25
Administrative	Other	General Business Liability Ins	\$750.00	247.01	\$32.31	279.32	\$470.68
Administrative	Other	Insurance - Directors & Officers	\$1,250.00	601.93	\$78.75	680.68	\$569.32
Services	Other	Toll Free Referral System	\$5,000.00	463.21	\$80.90	544.11	\$4,455.89
Services	Other	Contract Closeout Cost	\$0.00	-	-	-	\$0.00
		<b>Subtotal</b>	<b>\$74,250.00</b>	<b>\$10,040.75</b>	<b>\$1,136.95</b>	<b>\$11,177.70</b>	<b>\$63,072.30</b>
		<b>Administrative</b>	<b>\$313,000.00</b>	<b>63,774.40</b>	<b>\$17,670.66</b>	<b>81,445.06</b>	<b>\$231,554.94</b>
		<b>Services</b>	<b>\$3,187,000.00</b>	<b>\$1,456,754.58</b>	<b>\$186,829.40</b>	<b>\$1,643,583.66</b>	<b>\$1,543,416.34</b>
		<b>Total</b>	<b>\$3,500,000.00</b>	<b>\$1,520,668.96</b>	<b>\$204,500.06</b>	<b>\$1,724,569.02</b>	<b>\$1,775,430.98</b>

Real Alternatives  
Actual Administrative Expenses  
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses YTD-May 2016	Actual Expenses Jun-16	Actual Expenses YTD-June 2016	Remaining Cost July 2016 to Sep-2016
<b>Personnel</b>					
President & CEO	\$58,000.00	\$ 28,228.96	\$ 7,047.96	\$ 35,276.92	\$22,723.08
VP of Administration	\$13,000.00	\$ 7,975.68	\$ 2,425.82	\$ 10,401.50	\$2,598.50
Assistant Director of Finance	\$0.00	\$ -	\$0.00	\$ -	\$0.00
Senior Accountant	\$3,000.00	\$ 2,388.30	\$1,077.23	\$ 3,465.53	(\$465.53)
Junior Accountant	\$2,000.00	\$ -	\$0.00	\$ -	\$2,000.00
Bookkeeper	\$3,000.00	\$ 520.34	\$76.62	\$ 596.96	\$2,403.04
Professional Development	\$2,000.00	\$ 1,062.07	\$0.00	\$ 1,062.07	\$937.93
Payroll Taxes	\$6,500.00	\$ 2,180.65	\$565.83	\$ 2,746.48	\$3,753.52
Workers Compensation Insurance	\$300.00	\$ 134.94	\$17.65	\$ 152.59	\$147.41
Pension	\$3,750.00	\$ 1,087.13	\$238.93	\$ 1,326.06	\$2,423.94
Employee Group Insurance	\$13,000.00	\$ 7,362.04	\$1,061.42	\$ 8,423.46	\$4,576.54
Job Advertising	\$500.00	\$ -	\$ -	\$ -	\$500.00
New Employee Screening	\$250.00	\$ -	\$ -	\$ -	\$250.00
<b>Total Personnel</b>	<b>\$ 105,300.00</b>	<b>\$ 50,940.11</b>	<b>\$ 12,511.46</b>	<b>\$ 63,451.57</b>	<b>\$ 41,848.43</b>
<b>Operating</b>	<b>Budgeted Dollars</b>				
Accounting/IT/Legal Consulting	\$20,000.00	\$ 775.98	\$1,621.55	\$ 2,397.53	\$17,602.47
Postage/Shipping	\$15,000.00	\$ 750.80	\$41.04	\$ 791.84	\$14,208.16
Auditing	\$3,500.00	\$ 1,656.74	\$340.59	\$ 1,997.33	\$1,502.67
Travel/Lodging	\$500.00	\$ -	\$0.00	\$ -	\$500.00
Rent	\$46,000.00	\$ 5,549.37	\$693.56	\$ 6,242.93	\$39,757.07
Telephone Service	\$3,500.00	\$ 1,366.36	\$210.39	\$ 1,576.75	\$1,923.25
General Business Liability Insurance	\$750.00	\$ 247.01	\$32.31	\$ 279.32	\$470.68
Insurance-Directors & Officers	\$1,250.00	\$ 601.93	\$78.75	\$ 680.68	\$569.32
Office Expense	\$91,700.00	\$ 1,650.07	\$2,066.20	\$ 3,716.27	\$87,983.73
Computer Resources	\$25,000.00	\$ -	\$ -	\$ -	\$25,000.00
		\$ -	\$ -	\$ -	
<b>Total Operating</b>	<b>\$ 207,200.00</b>	<b>\$ 12,598.26</b>	<b>\$ 5,084.39</b>	<b>\$ 17,682.65</b>	<b>\$ 189,517.35</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>				
Equipment Service Contracts	\$500.00	\$ 236.03	\$74.81	\$ 310.84	\$189.16
<b>Total Administrative Expenses</b>	<b>\$ 313,000.00</b>	<b>\$ 63,774.40</b>	<b>\$ 17,670.66</b>	<b>\$ 81,445.06</b>	<b>\$ 231,554.94</b>

**Actual Services Expenses  
Indiana: Fiscal Year 2015-16**

<b>Cost Category</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses</b>	<b>Actual Expenses</b>	<b>Remaining Cost</b>
<b>Personnel</b>		<b>Jun-16</b>	<b>YTD-June 2016</b>	<b>July 2016 to Sep-2016</b>
Vice President of Operations	\$45,000.00	\$7,641.27	\$ 16,035.08	\$28,964.92
Indiana Services Director	\$40,000.00	\$0.00	\$ -	\$40,000.00
Services Coordinator	\$4,000.00	\$1,471.72	\$ 5,306.91	(\$1,306.91)
Billing Coordinator	\$5,000.00	\$228.60	\$ 2,519.10	\$2,480.90
Services Assistance	\$3,000.00	\$63.99	\$ 2,162.03	\$837.97
Service Provider Approval	\$5,000.00	\$23.86	\$ 1,312.88	\$3,687.12
Service Provider Monitoring	\$5,000.00	\$0.00	\$ 74.41	\$4,925.59
Hotline Counselor	\$4,000.00	\$350.13	\$ 733.74	\$3,266.76
Payroll Taxes	\$9,000.00	\$314.40	\$ 2,025.11	\$6,974.89
Workers Compensation Insurance	\$500.00	\$14.44	\$ 124.87	\$375.13
Pension	\$2,000.00	\$83.88	\$ 623.07	\$1,376.93
Employee Group Insurance	\$10,000.00	\$611.23	\$ 4,799.54	\$5,200.46
<b>Total Personnel</b>	<b>\$ 132,500.00</b>	<b>\$ 5,803.52</b>	<b>\$ 35,716.24</b>	<b>\$ 96,783.76</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Client Education Materials	\$120,000.00	\$1,816.95	\$ 87,312.81	\$32,687.19
Services Advertising	\$485,000.00	\$12,665.47	\$ 429,309.17	\$55,690.83
Meetings/Seminars/Conference	\$7,000.00	\$0.00	\$ -	\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	\$0.00	\$ -	\$10,000.00
Srvcs Database Consulting & Dev	\$15,000.00	\$255.00	\$ 3,803.75	\$11,196.25
Client Service Providers	\$2,412,500.00	\$165,444.56	\$ 1,084,432.78	\$1,328,067.72
Toll-free Referral System	\$5,000.00	\$80.90	\$ 544.11	\$4,455.89
Contract Closeout Cost	\$0.00	\$0.00	\$ -	\$0.00
			\$ -	
			\$ -	
			\$ -	
<b>Total Operating</b>	<b>\$ 3,054,500.00</b>	<b>\$ 180,262.88</b>	<b>\$ 1,605,402.12</b>	<b>\$ 1,449,097.88</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Pregnancy Test Kits	\$0.00	\$763.00	\$ 2,005.60	(\$2,005.60)
<b>Total Services Expenses</b>	<b>\$ 3,187,000.00</b>	<b>\$ 186,829.40</b>	<b>\$ 1,643,123.96</b>	<b>\$ 1,543,876.04</b>